

Message Text

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ACTION NEA-10

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FM AMEMBASSY TEHRAN

TO USDOC WASHDC

INFO SECSTATE WASHDC 9492

AMCONSUL KARACHI

UNCLAS TEHRAN 10723

E.O. 11652: N/A

TAGS: BEXP IR

SUBJECT: SHIPBUILDING/PORT CONSTRUCTION AND MAINTENANCE

EQUIPMENT TRADE MISSION

REF: STATE 276344, TEHRAN 9735, KARACHI 2240

1. EMBASSY REQUESTED THAT STATE 243645 BE REPEATED TO IT, BUT HAS NOT YET RECEIVED RESPONSE. ASSUME THAT MESSAGE OUTLINES DETAILS ON SUBJECT MISSION, AND POST WOULD APPRECIATE USDOC'S REPEATING IT.

2. GOI PLANS MAJOR PORT EXPANSION, THOUGH MOST AWARDS WILL BE TURNKEY WHERE CONTRACTOR WILL SUPPLY DESIGN AND EQUIPMENT. DANISH FIRM IRAN KAMPSAX IS CONSULTANT TO GOI ON MASTERPLAN COMMERCIAL PORTS AND HAS PROVIDED DESIGN FOR NON-TURNKEY COMMERCIAL PORTS. BIDDING ON SOME LARGE PORTS PROJECTS (BANDAR ABBAS, CHAH BAHAR) OPEN ONLY TO FIRMS ALREADY PREQUALIFIED, THOUGH SEVERAL LARGE PORT PROJECTS, NOTABLY MILITARY, SHOULD BE ANNOUNCED IN NEAR FUTURE. SUCCESS OF PROPOSED MISSION WOULD BE ENHANCED WITH EARLIER TIMING (SUGGEST FEBRUARY) AND INCLUSION OF FIRMS WITH TURNKEY CAPABILITY.

3. RE MAINTENANCE EQUIPMENT, MARKET EXISTS BUT WILL BE CONSIDERABLY LARGER AFTER IMPLEMENTATION OF PORTS EXPANSION.

4. RE SHIPBUILDING EQUIPMENT, NEW COMPANY, PERSIAN GULF
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SHIPBUILDING, WAS RECENTLY FORMED WHICH PLANS TO

BUILD 150,000 TON TANKERS IN SIX YEARS. COMPANY IS NOW SEEKING FOREIGN EXPERTS. ONLY OTHER KNOWN SHIPBUILDING VENTURE IS ITALIAN PROPOSAL WHICH IS UNLIKELY TO MATERIALIZE FOR THREE TO FIVE YEARS.

5. RE JUNE TIMING, POST BELIEVES THIS LATE TO CAPITALIZE ON SEVERAL MAJOR OPPORTUNITIES; HOWEVER, NO CONFLICT IN JUNE WITH OTHER MISSIONS OR HOLIDAYS, AND SIGNIFICANT OPPORTUNITIES WILL STILL EXIST., AS ALTERNATIVE, IF MISSION CANNOT BE ORGANIZED FOR EARLY 1975, COMMERCE MAY WISH TO ALERT FIRMS WITH TURNKEY CAPABILITY TO VISIT IRAN ASAP ON INDIVIDUAL BASIS.
HELMS

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